



MARYLAND'S INCUBATOR UPDATE

Nurturing Maryland's Technology Future

*Most Recent News on Maryland's Business Incubators
Presented by the MBIA (www.mdbusinessincubation.org)*

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Technology Assistance Center (TAC) Incubator

Lanham, MD

www.pgcedc.com

Contact: Wanda Plumer, email WLPlumer@co.pg.md.us

New Tenant:

- **TransGlobal Inc.** – Mark Walcott, Ph.D., Founder and CEO
TransGlobal specializes in information and communications technology, accounting, financial analysis and management consulting.

New and Noteworthy:

- The **Prince George's County Economic Development Corporation** and TAC have hosted several VIPs during the past month. Samuel Shapiro, Chairman of the Prince George's County Council, and Sam Dean, Councilman-elect, both toured the incubator to learn more about the companies and what TAC is doing to nurture small and emerging businesses. TAC also hosted Joseph P. Loddio, District Director for the SBA, and County Executive Wayne Curry, who lead a press conference at the EDC to announce that the American Tennis Association has selected Prince George's County as its new home. ATA will occupy a small office in the "Interim Office Center" to manage the 2003 ATA National Championships from this site.

Maryland Technology Development Center (MTDC)

Rockville, MD

www.mdhitech.org/entrepreneur

Contact: Duc Duong, email: dduong@md.hitech.org

Graduate News

- **Montgomery County** officials hosted a reception this month to celebrate 11 companies that have graduated from MTDC in 2001 and 2002. The graduates include: Aptus Genomics, Galenica, GeneDx, GenoQuest, Imperium,

Marligen Biosciences, MemberWare Technologies, Panacea Pharmaceuticals, Stemron, Systems Integration and Development, and TherImmune. The graduates have a combined employment of more than 400 people. Speaking at the event were Montgomery County Executive Douglas Duncan and keynote speaker Dr. Craig Venter who played a leading role in completing the Human Genome project.

New and Noteworthy:

- **MTDC** hosted its third monthly Venture Capital roundtable discussion earlier this month. The VC panelists included: Geeta Vemuri of Toucan Capital, Robert Cerbone of Telecommunications Development Fund, and Eric Goldberg of Oxford Capital Partners. The event was sponsored by CPAMoneyWatch.com and Allfirst Bank. Twenty-four MTDC business executives attended the roundtable and met with the panelists following the discussion.

Technology Advancement Program (TAP)

University of Maryland College Park

www.tap.umd.edu

Contact: Irene Barbe, email: ih2@umail.umd.edu

New and Noteworthy:

- The **Engineering Research Center**, TAP's parent department, is no longer a "center," but is now officially designated as an "institute." Its new name, the Maryland Technology Enterprise Institute (MTECH), includes elements of the former ERC (such as TAP). The institute status recognizes formally that MTECH is a permanent component of the Clark School of Engineering and the University of Maryland. The new name provides a more accurate description of MTECH's total mission and activities in fostering relationships with the commercial sector, facilitating technology transfer and developing entrepreneurial activities.
- **Datastream Conversion Services** and **Chesapeake PERL**, both located in the TAP incubator, participated in the Prince George's Technology Showcase and Success Stories event sponsored by the Prince George's Technology Council. Ed Sybert of TAP, Terry Chase of Chesapeake PERL, and Mark Anstey of Datastream spoke about how the two companies have leveraged their own resources with those of the state and federal governments in order to grow their businesses and client base.

Graduate News:

- **Neuralstem, Inc.** a biotechnology firm located in Gaithersburg, MD, has reached an agreement with In Vitro Technologies of Baltimore. The two companies will jointly produce and market neurons derived from human neural stem cells to drug-discovery companies. Neuralstem will produce and ship the neurons, while In Vitro will market and sell the products.
- **Martek Biosciences Corp.** has announced that Abbott Laboratories' Ross Products Division will launch the first and only soy-based infant formula in the U.S. to be supplemented with Martek's docosahexaenoic acid (DHA) and arachidonic acid (ARA). Ross's Isomil® Advance® formula is expected to be in stores in December 2002. Another formula company giant, Mead Johnson, intends to launch a new lactose-free version of its LIPIL® infant formula in the U.S. Enfamil® LactoFree® LIPIL includes Martek's unique blend of DHA and ARA, two nutrients naturally present in breast milk, and key building blocks of an infant's brain and visual system. The new formula expected to be available later this year is designed for infants with fussiness, gas or diarrhea due to lactose sensitivity.

Emerging Technology Center

Baltimore, MD

www.etcbaltimore.com

Contact: Ann Lansinger, email: annlansinger@etcbaltimore.com

New and Noteworthy:

- **Alexander & Tom Interactive**, has signed an agreement with the Smithsonian Institution's National Air and Space Museum to develop interactive kiosks for an upcoming exhibition, "The Wright Brothers & Invention of the Aerial Age." The project involves developing computer-based kiosks that provide informational and educational material about the Wright brothers' landmark accomplishments.
- **VISICU, Inc.**, which is developing advanced technology to revolutionize the delivery of critical care medicine, was featured in a recent Wall Street Journal article, "Improving Your Chances in the Intensive-Care Unit."

techcenter@UMBC
University of Maryland, Baltimore County

www.umbc.edu/Business/Research

Contact: Walt Schulz, email: wschulz@umbc.edu

New Tenants:

- **Optyxx**, Randy Hempel, CEO

Optyxx, an affiliate company, enables process industries to optimize their costs and improve their ability to innovate new products. The business marries existing empirical modeling techniques with computer-aided combinational chemistry used in the pharmaceutical industry. The model and its database are used for process optimization, remote consulting and to develop new products.

- **Cognate Therapeutics**, Annemarie Moseley, CEO

Cognate Therapeutics, an Emerging company, uses a new biotech business model designed to accelerate the development and commercialization of innovative biomedical concepts. Cognate is a service company providing high level advice and biotechnology support to early stage companies, complementing their exciting research concepts with other resources required to develop and commercialize their product. Cognate provides to Toucan Capital Corp.'s portfolio companies the following services: turnaround management, clinical and regulatory guidance, grant writing and funding assistance, and business/strategic planning. Initially, Cognate will focus in the following clinical applications: neural, orthopedics, cardiovascular, liver, pancreas and lung.

New and Noteworthy:

- **Accelics, Inc.** has extended its research pact with the Kennedy Krieger Institute. Together they have formed the Advanced Computational Research Center to advance techniques and applications that will speed the progress of biomedical discoveries.
- **Ellen Hemmerly**, executive director of the UMBC Research and Technology Park, has been elected President of the Association of University Research Parks (AUPR) during the 2002 Annual Conference in New Orleans.
- Five companies are participating in the Kauffman Entrepreneur Internship Program (KEIP) this fall. **Scientific Products & Systems, Next Breath, In Vitro Technologies, QVIX**, and **Accelics** are hosting UMBC students through the program that is designed to provide graduate and undergraduate students with first-hand experience in entrepreneurship through a semester-long internship. KEIP is a project of The Shriver Center and Alex. Brown Center for Science and Technology Entrepreneurship. Visit www.umbc.edu/kauffman for more information.
- The Third Annual **UMBC Visionaries in Information Technology Forum** will be held on Dec. 12 from 7:30 a.m. to 9:30 a.m. at the BWI Airport Marriott. This free event joins industry visionaries, UMBC faculty and corporate partners throughout the Baltimore/Washington region to share ideas on the future of information technology and its critical role in shaping the modern business environment. Featured speaker: Sean Carton of Carton Donofrio Partners. To register, visit <http://techport.umbc.edu/partners/visionary.asp>

Howard County Economic Development Authority's NeoTech Incubator
Columbia, MD

www.hceda.org/incubator

Contact: Carol Morrison, email: cmorrison@hceda.org

New and Noteworthy:

- **a2z, Inc.**, a recent recipient of the "Techno Rising Star Award", graduates this month, relocating to the Merrill Lynch Building in downtown Columbia. Additionally, a2z has signed a contract with PostNewsweek Tech Media, a leading media company in the government technology sector, to use the a2zShow™ solution to power the online management and marketing components of two PostNewsweek Tech Media tradeshow programs – FOSE and PSX. FOSE, the largest government technology conference and trade show and PSX (Professional Services Expo) will be using several of a2z's modules including Online Trade Show, Conference Programs, and Abstract & Speaker Management and Integrated Marketing.
- **Syncrodyne** has been notified of winning Phase I of SBIR funding from Missile Defense Command.

The Technology Growth Center (TGC) @ University Town Center Prince George's County, MD

www.universitytowncenter.net

Contacts: Cheryl Suggs, e-mail: cds@universitytowncenter.net; Verona Hill, e-mail: vh@pgmc.com

New and Noteworthy:

- **Omnistar Interactive, Inc.** has released a set of four e-business tools. These e-tools include the Contact/Membership Manager, the Recruiter Manager, the Press Release Manager and the Document Manager forming one totally integrated solution. The applications can be accessed from one centralized administrative area or can be used as individual services. Part of the new e-business tools is an e-store that allows users to build and customize their own online store and offers live online support.

Maryland Technology Development Corp. (TEDCO)

TEDCO, PAX Partnership and NAWCAD Award Three Companies \$50,000

COLUMBIA, Md. (November 1, 2002) - The Maryland Technology Development Corporation (TEDCO) (www.MarylandTEDCO.org), in collaboration with The Patuxent Partnership (TPP) and the Naval Air Warfare Center – Aircraft Division (NAWCAD), announced that three companies each have received \$50,000 awards under TEDCO's NAVAIR Technology Commercialization Initiative (NTCI) program. **Falcon Systems, LNK Corporation** and **TechnoSys** are the three companies to receive the awards to facilitate the transfer of technology developed by the Navy into the commercial sector.

TEDCO Awards \$50,000 to Owen Software from its Maryland Technology Transfer Fund

ROCKVILLE, Md. (November 7, 2002) — TEDCO awarded **Owen Software Development Company, Ltd.**, \$50,000 through its Maryland Technology Transfer Fund (MTTF) program. The check presentation ceremony was held at the Maryland Technology Development Center (MTDC) business incubator in Rockville. State Delegates Michael Gordon and Kumar Barve from Montgomery County were present at the ceremony.

TEDCO Awards More Than \$100,000 for Tech Development and Tech Transfer

BALTIMORE, Md. (November 13, 2002) — TEDCO announced that it has awarded more than \$100,000 to develop technology and to assist in tech transfer with the University of Maryland, Baltimore County (UMBC). **Dr. Uri Tasch**, a researcher at UMBC's Department of Mechanical Engineering, received \$55,600 through TEDCO's University Technology Development Fund (UTDF) program. In addition, **Scientific Products & Systems (SP&S™)**, a company designing a precision dispensing system, received \$50,000 from TEDCO's Maryland Technology Transfer Fund (MTTF) to transfer technology developed at UMBC.

TEDCO and Patuxent Partnership Hosts Tech Transfer Showcase with NAVAIR and NASA-Langley

LEXINGTON PARK, Md. (November 12, 2002) – TEDCO, The Patuxent Partnership (www.paxriver.org), the Naval Air Systems Command (NAVAIR) and the National Aeronautics and Space Administration's Langley Research Center (NASA LaRC) hosted "*Advancing Performance and Safety: Human Systems, Electronics and Sensors Technologies*," a showcase at Veridian Engineering's Conference Center in Lexington Park, Md. with more than 80 targeted attendees. Also at the showcase, TEDCO announced that it will be enhancing its federal lab section of its website.

The pages will provide more access to the labs, highlight technologies researched at Maryland-based federal labs and provide contact information for tech transfer officers within each lab. The first labs to take part in the website are NAVAIR and NASA Langley, offering a comprehensive, organized presentation of their technologies.

The Maryland Technology Incubator Excellence Program was developed by the Maryland Technology Development Corporation (TEDCO). Currently, TEDCO has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and Maryland's eCommerce. Governor Parris N. Glendening announced the appointment of Dr. Phillip Singerman as president of the organization in 1999. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.

MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.

Maryland's Incubator Update is presented by the Maryland Business Incubation Association (MBIA) and is funded by a grant from the Maryland Technology Development Corporation (TEDCO). The Update is distributed monthly and is designed and compiled by MGH Public Relations. To submit information, or for more information about TEDCO or MBIA, contact Laura Fick at (410) 902-5058 or lfick@mghpr.com or log onto www.MarylandTEDCO.org.

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